



USDA Foreign Agricultural Service

GAIN Report

Global Agriculture Information Network

Required Report - public distribution

Date: 10/19/2006

GAIN Report Number: EG6028

Egypt

Exporter Guide

Annual

2006

Approved by:

Peter Kurz

U.S. Embassy

Prepared by:

Chris Rittgers & Salah Mansour

Report Highlights:

The retail, food service, and food processing sectors are growing and continue to present opportunities for U.S. exporters. U.S. exporters interested in exporting to Egypt should be aware of import regulations and consult closely with importers/local agents.

Includes PSD Changes: No
Includes Trade Matrix: No
Annual Report
Cairo [EG1]
[EG]

Table of Contents

SECTION 1: MARKET OVERVIEW	3
1.1 Economic Situation	3
1.2 Demographic Developments.....	3
1.3 Consumer Buying and Eating habits.....	4
1.4 The Market for U.S. Products.....	4
SECTION II: EXPORTERS BUSINESS TIPS	5
Local Customs	5
Consumer Taste and Preference.....	6
Food Standards and Regulations.....	7
General Tips to Exporters	9
SECTION III: MARKET SECTOR STRUCTURE AND TRENDS	9
1. RETAIL FOOD SECTOR.....	9
2. H.R.I. SECTOR.....	10
3. FOOD PROCESSING	10
Distribution System for Imported Products in the Market.....	11
SECTION IV: BEST HIGH VALUE PRODUCTS PROSPECTS	12
SECTION V: KEY CONTACTS AND FURTHER INFORMATION SECTION.....	12
Appendix 1: Key Trade and Demographic Information.....	16
Appendix II: Egypt's total Imports in 2005, and U.S. share	17
Appendix III: New Tariff Rates	18

SECTION 1: MARKET OVERVIEW

1.1 Economic Situation

Over the past decade, the GOE has gradually implemented a number of import policies to promote greater trade liberalization. The list of goods requiring prior approval before importation was eliminated in 1993. Egypt became a member of the World Trade Organization (WTO) in 1995, and revamped its tariff regime in 2004 as agreed in its accession agreement. Though the GOE has taken positive steps, there are significant problems that remain and add to the cost of doing business in Egypt. The GOE must continue efforts to reduce red tape, reform its cumbersome bureaucracy, and eliminate unreasonable and excessive import standards.

In September 2004 the GOE announced a new tariff structure. The government reduced the maximum tariff rate for most imports from a high of 50 percent to 40 percent. In keeping with most of its Uruguay Round commitments, over 98 percent of Egypt's tariffs are bound tariffs. Egypt's average weighted tariff rate was 27.5 percent, which was relatively high when compared to other developing countries with large internal markets and diversified industrial economies. The government removed GATT-inconsistent service fees and import surcharges, reduced the number of ad-valorem tariff rates from 27.5 percent to 6 percent, dismantled tariff inconsistencies, including sharp escalation and reverse progression on tariff rates, and rationalized sub-headings above the six-digit level of the Harmonized System (HS). The new tariff structure includes six tariff rates, pegged to the degree of processing, that range between 2 percent on raw materials and primary feeding products and 40 percent on durable consumer goods. A number of exceptions still exist, including duties on imported alcoholic beverages.

In addition to tariffs, the GOE levied service fees on the value of imported shipments in exchange for inspection, listing, classification and reexamination of shipments. An inspection fee of one percent was levied on all imports. The GOE also applied an additional surcharge of two percent on goods subject to import duties of 5 percent to 29 percent and a surcharge of 3 percent on goods subject to duties of 30 percent or more. The government eliminated services fees and import surcharges ranging from 1 percent to 4 percent, which were considered GATT-inconsistent non-tariff barriers to trade. All goods are now subject to a 10 percent sales tax. The government of Egypt replaced its 10-digit structure with less than six thousand tariff lines. This change should reduce disputes over product classification for customs purposes. In addition, the GOE eliminated export duties on 25 products that were in short supply on the domestic market.

The European Union and Egypt signed a partnership agreement on June 24, 2001 whereby import tariffs on most products, including agricultural products are to be cut substantially, or eliminated over the next 12-15 years. Both Egyptian and European exporters of various agricultural commodities will gain substantial benefits from the Agreement.

1.2 Demographic Developments

Egypt has a population of about 75 million with an annual growth rate of 2.01 percent. The unemployment rate in FY 04/05 was 3.1 percent down from 9.5% in the previous year.

1.3 Consumer Buying and Eating habits

Egyptian consumers are increasingly more aware of the quality and variety of consumer-oriented products and Egyptian consumers' buying habits are changing dramatically. For example, in the past, Egyptian consumers bought products, such as meat, fresh fruits, and vegetables from small neighborhood shops. However, with the increasing number of supermarkets and hypermarkets in Cairo and Alexandria and services offered in one place, many middle to high-income consumers have begun to purchase most of their food requirements from supermarkets. Also, with changing eating habits, expansion of fast food chains, local restaurants and resorts, there is good potential for imported products.

1.4 The Market for U.S. Products

In 2005, total U.S. exports of consumer-oriented products totaled \$85.2 million compared to \$21 million in 2004. This increase is attributed to the high quality and different varieties of U.S. products. The Egyptian market is developing a taste for American and European products and the new generations are anxious to try the Western products. Other factors which contributed to increasing demand for American consumer-oriented products are: the growing, youthful population, investing much effort in promoting American brands, reforming of the regulatory system, good distribution network, growing HRI sector, recently reduced tariffs and fees on imported food, expanding retail food sector, and the increasing demand for domestic raw materials used in food processing.

The U.S., South Africa and European countries, mainly France, Spain, Italy, Germany, Greece, Holland and Denmark are dominant suppliers of consumer-ready products to Egypt.

Egypt maintains many trade barriers including abrupt rule changes, non-transparent regulations and stringent product labeling requirements. Egypt frequently applies reference prices, for tariff purposes, on a number of products as well as high tariffs for a few products, such as apples and alcoholic beverages.

The following is a summary of the advantages and challenges facing U.S. food and agricultural exporters in Egypt.

ADVANTAGES	CHALLENGES
<ul style="list-style-type: none"> • Good reputation for the U.S. products in the Egyptian market for quality, standards, volume, and the wide range available. • The growing number and expansion of supermarket chains, hypermarkets and the presence of international chains, has increased the market opportunities for new-to-market products. 	<ul style="list-style-type: none"> • High tariff on many-especially consumer-oriented-products. • Many importers report there is a lack of U.S. suppliers' interest in the Egyptian market. • Egyptian import regulations and labeling requirements are too stringent. • Political conditions in the region are not conducive for marketing activities that highlight U.S. products. • Lack of knowledge of Egyptian importers regarding the U.S. export system, procedures, standards, and certification.

ADVANTAGES	CHALLENGES
<ul style="list-style-type: none"> • The tremendous growth of hotels and restaurants that cater to tourists. • U.S. products are perceived as "high quality products." • The continuous reforms of the regulatory system. 	

SECTION II: EXPORTERS BUSINESS TIPS

Local Customs

Tariff and non-tariff barriers in Egypt continue to pose challenges to the importation of a number of U.S. agricultural products. In September 2004, the Egyptian government issued a new tariff rate decree to reduce customs on many products; however, tariffs on some products are still elevated. For example, import duties on most consumer-ready product imports are 32 percent. Tariffs on some fruits, such as apples and pears, are 40 percent. The tariff rate on cigarettes, beer, wine, and other alcoholic drinks continues to be very high. In addition, Egypt continues to maintain stringent product standard requirements such as shelf life and labeling requirements and cumbersome customs procedures. These requirements often stifle trade and cause long delays at customs.

The government reduced the maximum tariff rate for most imports from a high of 50 percent to 40 percent. In keeping with most of its Uruguay Round commitments, over 98 percent of Egypt's tariffs are bound tariffs. Egypt's average weighted tariff rate was 27.5 percent, which was relatively high when compared to other developing countries with large internal markets and diversified industrial economies. The government removed GATT-inconsistent service fees and import surcharges, reduced the number of ad-valorem tariff rates from 27.5 percent to 6 percent, dismantled tariff inconsistencies, including sharp escalation and reverse progression on tariff rates, and rationalized sub-headings above the six-digit level of the Harmonized System (HS). The new tariff structure includes six tariff rates, pegged to the degree of processing, that range between 2 percent on raw materials and primary feeding products and 40 percent on durable consumer goods. A number of exceptions still exist, including duties on imported alcoholic beverages, tobacco and cigarettes.

In addition to tariffs, the GOE levied service fees on the value of imported shipments in exchange for inspection, listing, classification and reexamination of shipments. An inspection fee of one percent was levied on all imports. The GOE also applied an additional surcharge of two percent on goods subject to import duties of 5 percent to 29 percent and a surcharge of 3 percent on goods subject to duties of 30 percent or more. The government also eliminated services fees and import surcharges ranging from 1 percent to 4 percent, which were considered GATT-inconsistent non-tariff barriers to trade. All goods are now subject to a 10 percent sales tax. The government of Egypt replaced its 10-digit structure with less than six thousand tariff lines. This change should reduce disputes over product classification for customs purposes. In addition, the GOE eliminated export duties on 25 products that were in short supply on the domestic market.

The decree has also reduced tariffs on imported poultry to 32 percent from 80 percent. The tariff applies to all categories of poultry: fresh, refrigerated, chilled, or frozen, and whether they are whole slaughtered birds or poultry parts. The tariff on live poultry is 5 percent. The tariff rate on poultry was temporarily reduced in July 2006 to zero. This rate will remain in effect until December 2006. However, U.S. exports are not expected to increase due to concerns over halal slaughtering practices. Egyptian officials claim that slaughter must be done by a hand held knife and without stunning the birds before slaughter.

In March 2005, the government of Egypt removed its ban on imports of beef and beef products from the United States. This ban had been in place since December 2003, when a single case of BSE was discovered in the United States. The Egyptian Ministry of Agriculture is now issuing import licenses for U.S. beef and beef products that meet certain conditions related to the importation of chilled or frozen deboned beef and beef livers, kidneys, and hearts from the United States. In addition, the GOE eliminated its restriction on the import of frozen beef cuts with a fat content of more than seven percent. The restriction had been in place since 1995 as a health protection measure although this requirement was not applied to local producers.

The Government's import restrictions on the importation of live cattle from EU countries because of BSE and FMD concerns remain in place. Since the U.S. is not declared as Enzootic bovine leucosis (EBL) free, importation of U.S. dairy cattle into Egypt is effectively banned. However, as a result of joint efforts between U.S. industry, importers, FAS Cairo and USDA APHIS, the Egyptian government agreed to consider breeding cattle coming from biosecured farms under the supervision of official veterinary authorities coming from EBL-free herds. In February 2006 the government of Egypt suspended the imports of live cattle from all sources in response of the outbreak of FMD A.

Reportedly, the Customs Department still uses reference prices for valuation purposes. When there is a dispute between the Customs Department and importers on the value of the commodity, importers have a right to go to arbitration, but most importers prefer to pay a "settlement price", which is higher than the declared price in order to avoid associated delays and costs. In sum, it appears that the use of reference prices is still in use despite the government's attempt to comply with the WTO rules on customs valuation. Reference prices are frequently applied to imports of a wide range of products, including meat, apples, nuts, poultry, sugar and other products.

Consumer Taste and Preference

The food service industry is expanding and consumers' habits are changing. Dining outside the home is becoming more popular. The number of working women outside the home is growing, and the number of dual income families is increasing. Restaurants, hotels and resorts are expanding not only in Cairo but also on the Red Sea Coast and the Sinai. The American fast-food chains dominate the market. At present, about thirty American fast food franchisers, such as A&W, Chili's, Fuddruckers, Hard Rock Café, KFC, Kenny Rogers, Little Caesars, Pizza Hut, McDonalds, and TGI Fridays operate in Egypt.

Consumers in Cairo, Alexandria, and the Red Sea tourism areas are more aware of international trends in food. Middle and upper-middle income shoppers are drawn to supermarket chains.

Food Standards and Regulations

The process of inspection and certification of imported goods is centralized under the General Organization for Export/Import Control (GOEIC) located in the Ministry of Industry and Trade. The Egyptian Organization for Standardization and Quality Control (EOS) in the Ministry of Industry and Trade has sole responsibility for establishing, adopting and publishing food standards and codes of practice.

Egyptian authorities claim that all product standards and requirements applied to imported food are identical to those applicable to domestically produced products. In fact, Egyptian authorities are stricter in enforcing product standards on imported food products than on locally produced food products. If a local product standard for a specific imported item does not exist, Egyptian authorities may apply the standard for that product used in the country of origin. Importers report that they frequently encounter problems because of ill-defined product standards. All product specifications used in Egypt include the following information:

- Name of product
- Ingredients
- General provisions governing the condition of the product
- Specifications
- Packaging and labeling statements
- Means of testing and analysis
- Production dates
- Authorities setting the standard for the product

After a product standard is approved, EOS assigns it an identification number. The number also includes the year in which it is announced (e.g., 1812/1996).

Some modifications to regulations are announced in the "Official Gazette." Others are implemented without official notification. Once a ministerial rule (e.g., decree, law, etc.) is issued, importers are strongly advised to periodically check with the various government clearing authorities to see if it has been amended (for example, by internal memoranda). Laws often change and invariably take effect as soon as they are announced.

While the EOS issues all product standards, it is the responsibility of the Ministry of Health and the Ministry of Foreign Trade to apply those standards. Anyone who wants to have a new specification established and included on the list of approved Egyptian specifications must present proof that the desired specification standard already exists and is approved for use in some other "acceptable" country.

In cases where no mandatory Egyptian standard exists, the following standards are acceptable:

- International Standards (ISO/IEC)
- European Standards (EN); in the absence of EN standards, British (BS), German (DIN), and French (NF) standards may be applied
- American Standards (ANS)
- Japanese Standards (JAS)
- Codex Standards

In the absence of an Egyptian or international standard, authorities often refer to the Analysis Certificate accompanying the product. If no suitable standard exists for a product, a

committee may be formed to develop a new standard. However, it may take up to two years or more for the new standard to be implemented after it is approved.

The Food Institute of the Ministry of Health is responsible for registering and approving all specialty and dietary foods. Importers are required to submit a form in order to obtain a license for dietary products. The validity period of the license varies from 1 to 5 years depending on the product. After the expiration date of the license, the importer has to submit a new request for license renewal. It takes 4 to 6 months to register a product. The renewal of the license costs about \$500. However, if a similar local dietary product is available in the market, registration for an imported product is not approved.

Tests and analyses are conducted on all imported food products upon arrival at ports. Analyses are conducted in accordance with the specifications, regulations, and other instructions.

The following tests are mandatory on all imported food products upon arrival:

- Laboratory tests and analyses by the Ministry of Health
- Ministry of Agriculture veterinary inspection of dairy, fish, meat, and poultry products
- Labeling and product compliance with the Egyptian Standards enforced by the General Organization for Export and Import Control (GOEIC) of the Ministry of Foreign Trade.

All tests are conducted in government laboratories. Tests and analyses by private laboratories are not permitted or acceptable.

Tests and analyses are conducted to assure that the product is (1) fit for human consumption, 2) free from contagious diseases, and 3) in compliance with Egyptian product specifications.

Since inspection is now centralized in GOEIC, a committee is formed with representatives from the Ministry of Agriculture, Health, and GOEIC. Each ministry performs its analysis on the same product sample and issues its results to GOEIC. If one ministry rejects the product, GOEIC, in turn, also rejects the product.

The number of samples withdrawn has been reduced as a result of centralizing the inspection process with GOEIC. Importers are supposed to be notified of all test results within 7 days after samples have been drawn. However, for canned products, mineral water, and frozen products, test results must be submitted within 14 days after samples have been drawn.

A product may be rejected for the following reasons:

- Not fit for human consumption
- Incorrect labeling
- Prohibited colors, additives, or preservatives
- Incorrect or missing certificates (however, authorities usually allow importers extra time to submit corrected documents)
- Failure to comply with Egyptian product specifications
- Less than 50 percent of the established shelf-life remains for the product

If a product is rejected, it may be:

- re-exported from the port of entry.
- or**
- confiscated at the port of entry.

If the rejection is due to unsatisfactory laboratory tests, the importer has the right to have the product re-tested three times. The appeal for reconsideration should be submitted to GOEIC within seven days.

General Tips to Exporters

- Egyptian importers often complain that U.S. suppliers are not informed about local market conditions and requirements. U.S. exporters should closely consult with importers to ensure that Egyptian import requirements are met in order to avoid unnecessary delays at customs.
- Consider visiting Egypt. U.S. suppliers who are interested in doing business in Egypt are encouraged to visit Egypt in order to better understand the potential of the market.
- Production and expiry dates are mandatory and Arabic/English labels or stickers are required. A thorough report on Food and Agricultural Import Regulations and Standards (FAIRS) Report is accessible via the FAS On-Line web site: [\(Attache Reports\)](http://www.fas.usda.gov)
- Encourage and assist your local agent or distributor. Egyptian importers can promote your products. They can use various tools, such as free samples, advertising, in-store displays, and price discounts during promotional activities.
- Target reliable importers. Contact FAS/Cairo to obtain a list of local importers; Tel: 011 (2-02) 797-2388 / 2389; Fax: 011 (2-02) 796-3989; E-mail: AgCairo@usda.gov.
- Advertisements. Television advertising is expensive. However, advertisement in monthly magazines is effective when targeting a specific audience. Also, there are specific magazines for hotels and restaurants.
- Consider participating in FAS Cairo organized or sponsored events. FAS Cairo normally organizes a variety of market development activities including in-store promotions, trade shows, cooking demonstrations in cooperation with Egyptian importers, retailers, hotels, restaurants, institutions and companies. For more information, please contact FAS Cairo on how to participate.
- Be ready to accept smaller than normal orders or share a shipment with other suppliers. Local importers tend to purchase small quantities to introduce new-to-market products until they are confident that the product has market potential.

SECTION III: MARKET SECTOR STRUCTURE AND TRENDS

1. RETAIL FOOD SECTOR

Egyptian consumers are increasingly demanding quality and variety. Demand for consumer ready products is trending upward due to the expansion of local supermarket chains and multi-national firms investing in Egypt. This is attributed to the fact that Egyptian buying habits are changing dramatically.

In the retail food sector, products are imported by an importer or an agent who may also be a wholesaler and/or a distributor. There are three supermarket chains that import food products directly. The market for consumer-ready food products is concentrated in Cairo (16

million) and Alexandria (5 million). However, Metro, the largest local supermarket chain, is expanding into the Red Sea area and other governorates.

For more detailed description of Egypt's retail food market, please refer to FAS/Cairo global Agriculture Information Network (GAIN) Reports available via FAS web site www.fas.usda.gov.

2. H.R.I. SECTOR

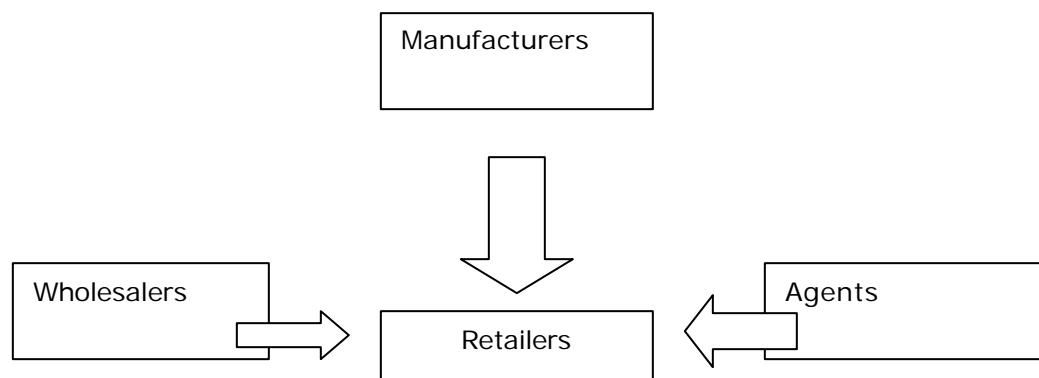
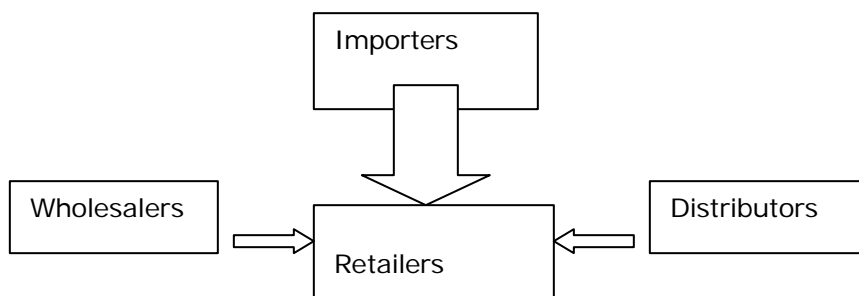
American-style food chains are becoming increasingly popular in Egypt, providing consumers with a wide range of choices. The food service industry is expanding, and consumers' habits are changing. For example, the total number of hotels in Sharm El Sheikh (Red Sea Resort) is currently 169 hotels. The Egyptian Government continues to encourage investment in hotels, and tourist resorts. The hotels are price sensitive. Imports from Europe, New Zealand, Far East, and Canada represent 87 percent market share of the consumer-oriented product imports compared to 13 percent from the U.S. Among products imported for hotels are high-quality beef, seafood (lobsters & soft crabs), sauces, canned vegetables and fruits, Tex Mex products and beef liver. Volume of meat imports may increase substantially if government requirements are simplified and the seven percent fat content requirement on beef imports is abolished.

3. FOOD PROCESSING

The processed food sector is one of the key economic sectors in Egypt. Its contribution to value added, employment and exports is high and increasing. The Arab countries, particularly the Gulf States are traditional export markets for Egypt's canned and frozen food products. European Union countries, and to a lesser extent the United States and Asian markets are also potential markets for Egyptian processed food products. About 25 percent of the processing sector is located in Cairo and Alexandria with 40 percent of the total manpower employed.

Following are some highlights on the different product sectors:

- Dairy product facilities represent about 9 percent of the overall food sector.
- The production of sweets and confectionery products depends heavily on imported sugar, cocoa, beans, oils, fats, coconut milk, nuts and dried fruits.
- Fruits and vegetables constitute a substantial resource base for the production of a wide range of beverages although the production of several varieties of soft drinks is based on imported ingredients. Egyptian production of beverages includes mineral and bottled waters, soft drinks, and the processing and packaging of imported tea and coffee as well as alcoholic products such as beer, wine, brandy, rum and ouzo.

Distribution System for Processed Food Products in the Market**Distribution System for Imported Products in the Market**

SECTION IV: BEST HIGH VALUE PRODUCTS PROSPECTS

Dressings, sauces, and seasonings
Spices
Apples
Nuts and dried fruit
Mexican food items
High quality beef (provided that BSE, labeling & fat content issues are resolved)
Cheese
Speciality flour
Seafood (lobsters & soft Crabs)
Chocolates (as raw material for bakery and pastry)

SECTION V: KEY CONTACTS AND FURTHER INFORMATION SECTION

U.S. Mailing Address: Office of Agricultural Affairs
Unit 64900, Box 22
APO AE 09839-4900

Local Mailing Address: 8 Kamal El Din Salah Street
Garden City
Cairo, Egypt

Tel: 01-1 (2-02) 797-2388 / 2389
Fax: 01-1 (2-02) 796-3989
E-mail: AgCairo@usda.gov
Internet Homepage: www.usembassy.egnet.net/agricult.htm

PERTINENT GOVERNMENT FOOD IMPORT CONTACTS

MINISTRY OF AGRICULTURE, LIVESTOCK, FISHERY, ANIMAL WEALTH AND LAND RECLAMATION (MALR)

Address: 71 Wezaret El Zeraa Street
Dokki, Cairo, Egypt

Tel: (202) 337-3388 / 2677
Fax: (202) 749-8128

Contact: **Mr. Amin Abaza**
Minister of Agriculture and Land Reclamation Affairs

Dr. Ahmed Tawfik
Chairman, General Organization for Veterinary Services
Tel: (202) 748-1750
Fax: (202) 335-0692

Dr. Safwat El-Hadad
Undersecretary for Agricultural Quarantine
Tel: (202) 337-2881 / 336-1727
Fax: (202) 336-3582

Dr. Mostafa Abdel Moneim
Head of Central Administration for Veterinary Quarantine
Tel & fax: (202) 748-1763

CENTRAL LAB FOR PESTICIDES (MALR)

Address: 7 Nadi El Seid St.,
Dokki, Cairo, Egypt
Tel: (202) 748-6163
Fax: (202) 761-1216

Contact: **Dr. Soheir Ahmed Gad**
Director

CENTRAL LAB FOR FOOD AND FEED (CLFF/MALR)

Address: 9 El Gamaa Street
Giza, Egypt
Tel: (202) 573-1989
Fax: (202) 573-2280

Contact: **Dr. Mohamed Emara**
Director

AGRICULTURAL RESEARCH CENTER

Address: 9 Gamaa Street, Orman
Giza, Egypt
Tel: (2-02) 572-2069 / 572-3906
Fax: (2-02) 572-2609

Contact: **Dr. Abdel-Azim Tantawy**
President
Tel: (2-02) 572-0944

MINISTRY OF HEALTH (MOH)

Address: 3 Maglis El Shaab Street
Cairo, Egypt
Tel: (2-02) 795-7689 / 794-3462
Fax: (2-02) 795-3966

Contact: **Dr. Hatem El-Gabaly**
Minister

Dr. Abdel-Azim Bayoumi
Director of Food Safety and Control Division
Tel & Fax: (2-02) 794-8152

CENTRAL LABORATORY (MOH)

Address: 3 Magles El Shaab Street
Cairo, Egypt
Tel: (2-02) 794-7271
Fax: (2-02) 796-2248

Contact: **Dr. Wafaa Sayed Atta**
Undersecretary of State Central Health Laboratory

FOOD INSTITUTE (MOH)

Address: 16 Kasr El Eini Street
Cairo, Egypt
Tel: (2-02) 364-6413 / 3522
Fax: (2-02) 364-7476

Contact: **Dr. Azza Gohar**
Chairman

Dr. Mohamed Fahmy Seddiq
Prof. of Food Hygiene

MINISTRY OF FOREIGN TRADE & INDUSTRY

Address: 8 Adly Street
5th floor, Cairo, Egypt
Tel: (2-02) 391-9661
Fax: (2-02) 390-3029

Contact: **Mr. Rachid Mohamed Rachid**
Minister of Foreign Trade & Industry

EGYPTIAN ORGANIZATION FOR STANDARDIZATION AND QUALITY CONTROL

Address: 16 Tadreeb el Motdrabeen Street
Amiria
Cairo, Egypt
Tel: (2-02) 603-1348
Fax: (2-02) 603-1351

Contact: **Dr. Mahmoud Eissa**
Chairman

MINISTRY OF Social security (MOSS)

Address: 99 Kasr El Eini Street
Cairo, Egypt
Tel: (2-02) 794-6165 / 794-6777
Fax: (2-02) 795-6835

Contact: **Dr. Ali El-Moselhi**
Minister

GENERAL ORGANIZATION FOR EXPORT AND IMPORT CONTROL (GOEIC)

Address: 1 Ramsis Street
Cairo, Egypt
Tel: (2-02) 575-6130
Fax: (2-02) 575-8195

Contact: **General Mohamed El Banna**
Chairman

Eng. Raghib Hozaien
Undersecretary for Import Control for Food Imports
Tel: (2-02) 574-1654

Fax: (2-02) 575-8195

Dr. Youssef Labib

Undersecretary for Lab. Affairs

Other Contacts

For further help, please contact the Office of Agricultural Affairs, American Embassy, Cairo, Egypt, Tel: 011 (20-2) 795-2388 / 2389; Fax: 011 (20-2) 796-3989. E-mail:

Agcairo@fas.usda.gov

Appendix 1: Key Trade and Demographic Information

Total Imports (billion)	\$19.8
Total Agricultural Imports (billion) (includes cotton, tobacco, and lumber)	\$4.5
Total Agricultural Imports as a percent of Total Imports	23%
Total Agricultural Imports from the U.S. (billion)	\$813.9
Total Consumer Oriented Products from U.S. (million)	\$85
U.S. Ag. Market Share	26%
Population (million)	71.3
Population Growth	1.99%
Inflation Rate	3.2%
Agriculture's Contribution to GDP	16.0%
Exchange Rate	(US\$ 1 = L.E. 5.75) on September 28, 2006

Source: Central Agency for Public Mobilization and Statistics (CAPMAS)

Appendix II: Egypt's total Imports in 2005, and U.S. share

food Group*	Total	U.S.	U.S. Share (%)	Main suppliers
Live animals	30.7	0	0	Sudan, Romania, Australia
Meat and edible meat offal	317.6	26.9	8.47	Brazil, USA, Argentina
Fish & crustaceans	90.5	2.0	2.21	Netherlands, Mauritania, Ireland
Dairy products	170.1	11.1	6.53	New Zealand, Netherlands, Germany
Products of animal origin	14.7	4.9	33.3	Germany, USA, Italy
Live trees & other plants	0.4	0.07	17.5	Netherlands, Italy, China
Edible vegetables, roots, and tubers	213.4	3.8	1.8	Australia, UK, France
Edible fruit and nuts	68.0	5.9	8.7	Lebanon, Syria, Turkey
Coffee, tea, and mate' and spices	38.0	0.5	1.3	Indonesia, Vietnam, India
Cereals	1,624.4	656.4	40.4	USA, Russia, Argentina
Milling products, malt, starches	17.8	10.1	56.7	USA, Italy, Germany
Oil seeds	251.7	91.5	36.3	USA, Argentina, Brazil
Lac, gums, resins and other and vegetable saps and extracts	7.2	0.1	1.4	India, Germany, France
Vegetable plaiting materials	2.4	0	0	Singapore, Thailand, Germany
Animal and vegetable fats and oils	451.7	9.3	2.1	Malaysia, Argentina, Indonesia
Preparation of meat, fish, and crustaceans	52.0	0.04	0.1	Thailand, Brazil, Spain
Sugars and sugar confectionary	152.8	0.6	0.39	Brazil, Argentina, Guatemala
Cocoa and cocoa preparation	22.3	0	0	UAE, Malaysia, UK
Preparations of cereals, flour, and starch	24.0	0.9	3.75	Belgium, Netherlands, Ireland
Preparation of vegetables, fruit, nuts, or other parts of plants	16.8	0.2	1.2	Syria, Thailand, Spain
Miscellaneous edible preparations.	27.2	3.1	11.4	Germany, Netherlands, USA
Beverages, Spirits, and Vinegar	0.9	0.07	7.8	Italy, Saudi Arabia, France
	3,594.6	827.48	23.0	

* Doesn't include tobacco, wood, and cotton

Source: Central Agency for Public Mobilization and Statistics (CAPMAS)

Appendix III: New Tariff Rates

Product	Prior to 9/2004	After 9/2004
Poultry	80%	32%
Fats and tallow	40%	22%
Shrimp and lobster	30%	5%
Milk	30%	5%
Cream	40%	32%
Cheese	30%	22%
Legumes	20%	5%
Chick peas and garbanzo	20%	5%
Nuts (almonds, cashews, hazelnuts, walnuts)	30%	12%
Dried apricots	40%	22%
Dried plums	40%	22%
Tea	30%	5%
Vanilla, Anise, nutmeg	20%	5%
Raw sugar	5%	2%
Prepared soy oil	20%	12%
Prepared palm oil	20%	12%
Salmon	10%	5%
Tuna	10%	5%
Chocolate	40%	32%
Cocoa	20%	5%
Hard and softwood	8%	5%
Block boards (covered)	43%	12%
Block boards (uncovered)	30%	12%
Plywood	33%	12%
Veneer	15%	5%
Fertilizers	8-33%	2%
Agricultural tractors	13-33%	5%
Tires of agricultural tractors	33%	5%
Spare parts for agricultural tractors	13-30%	2%

Source: Tariff book, Ministry of Industry and Trade